



# Africa

EXPORT-IMPORT BANK OF THE UNITED STATES

## Success Stories

### GHANA

Sovereign Bank of Boston, Massachusetts, used an Ex-Im Bank 3 year, medium-term guarantee in the amount of \$830,334 to support the sale of used construction equipment, from Target Shipping Company of Cranford, New Jersey, to Tatop Company Ltd., of Ghana, for its civil engineering projects.



### SOUTH AFRICA

Legacy Medical of South Africa was able to purchase \$50,000 of nonvascular stents from Alveolus Inc. of Charlotte, North Carolina. Alveolus used an Ex-Im Bank multi-buyer, small business insurance policy to support this sale.



### NIGERIA

HSBC Bank PLC of Houston, Texas, used Ex-Im Bank's guarantee to support a loan of \$11.5 million to Drillog Petro Dynamics Ltd. of Rivers State, Nigeria, for the purchase of Well Logging Equipment from Halliburton Energy Services of Houston, Texas. Diamond Bank Ltd., of Nigeria, provided a local bank guarantee for this transaction.



### NIGERIA

Under the Nigerian Bank Facility, Ex-Im Bank approved a request from M&T Bank, Baltimore, Maryland for a 5 year, medium-term guarantee in the amount of \$3,954,132 to support the sale of a thermal oil recovery system to Specialty Drilling Fluids Ltd. in Nigeria by Brandt, of Houston, Texas. A local bank guarantee will be provided by Access Bank Plc.



### TOGO

Polytrade International of Herndon, Virginia, used an Ex-Im Bank short-term, single-buyer insurance policy, to support the sale of fuel additives, plastic bottles, and hand pumps valued at \$10,000 to Logistique Commerciale of Togo.



### LIBERIA

The United Nations Mission of Liberia purchased \$55,800 of sorbents (pads, brooms, and rolls) from Applied Fabric Technologies of Orchard Park, New York. Using an Ex-Im Bank short-term, single-buyer insurance policy, Applied Fabric Technologies was able to provide financing to its customer.



# SUB-SAHARAN AFRICA

## Ex-Im Bank Product Availability

| Country                  | Short-term sector(s) open | Medium-term sector(s) open | Long-term sector(s) open | Open for Specially Financed Transactions |
|--------------------------|---------------------------|----------------------------|--------------------------|------------------------------------------|
| Angola                   | Public & Private          | Public & Private           |                          | yes                                      |
| Benin                    | Public & Private          | Public & Private           |                          | yes                                      |
| Botswana                 | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Burkina Faso             | Public* & Private         | Private                    | Private                  | yes                                      |
| Burundi                  | Public* & Private*        |                            |                          | yes                                      |
| Cameroon                 | Public & Private          | Public & Private           | Private                  | yes                                      |
| Cape Verde Island        | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Central African Republic |                           |                            |                          | yes                                      |
| Chad                     | Public* & Private*        |                            |                          | yes                                      |
| Comoros                  | Public* & Private*        |                            |                          | yes                                      |
| Congo                    | Public* & Private*        |                            |                          | yes                                      |
| Congo (D.R.)             | Public* & Private*        |                            |                          | yes                                      |
| Côte d'Ivoire            | Private                   | Private                    |                          | yes                                      |
| Djibouti                 | Public* & Private         | Private                    |                          | yes                                      |
| Equatorial Guinea        | Public & Private          | Public & Private           |                          | yes                                      |
| Eritrea                  | Public* & Private*        |                            |                          | yes                                      |
| Ethiopia                 | Public* & Private*        |                            |                          | yes                                      |
| Gabon                    | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Gambia                   | Public* & Private         | Private                    |                          | yes                                      |
| Ghana                    | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Guinea                   | Public* & Private*        |                            |                          | yes                                      |
| Guinea-Bissau            | Public* & Private*        |                            |                          | yes                                      |
| Kenya                    | Public & Private          | Public & Private           |                          | yes                                      |
| Lesotho                  | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Liberia                  | Public* & Private*        |                            |                          | yes                                      |
| Madagascar               | Public* & Private*        |                            |                          | yes                                      |
| Malawi                   | Public & Private          | Public & Private           | Private                  | yes                                      |
| Mali                     | Public & Private          | Public & Private           |                          | yes                                      |
| Mauritania               | Public* & Private*        |                            |                          | yes                                      |
| Mauritius                | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Mozambique               | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Namibia                  | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Niger                    | Public* & Private         | Private                    |                          | yes                                      |
| Nigeria                  | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Rwanda                   | Public* & Private         | Private                    |                          | yes                                      |
| São Tomé & Príncipe      | Public* & Private*        |                            |                          | yes                                      |
| Senegal                  | Public & Private          | Public & Private           | Private                  | yes                                      |
| Seychelles               | Public* & Private         | Private                    |                          | yes                                      |
| Sierra Leone             | Public* & Private*        |                            |                          | yes                                      |
| Somalia                  |                           |                            |                          | yes                                      |
| South Africa             | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Swaziland                | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Tanzania                 | Public & Private          | Public & Private           |                          | yes                                      |
| Togo                     | Public* & Private*        |                            |                          | yes                                      |
| Uganda                   | Public & Private          | Public & Private           | Public & Private         | yes                                      |
| Zambia                   | Public & Private          | Public & Private           |                          | yes                                      |
| Zimbabwe                 |                           |                            |                          | yes                                      |

### DEFINITIONS:

#### Short-term:

Consumables, raw materials, small capital goods – up to 360 days

#### Medium-term:

Capital goods and/or services – repayment terms up to 7 years (maximum 2 years disbursement plus 5 years repayment)

#### Long-term:

Capital goods and/or services – repayment terms over 5 years

#### Public Sector:

Entities at least 50% owned by the government

#### Private Sector:

Privately-owned companies, financial institutions, and entities less than 50% owned by the government

#### Specially Financed Transactions:

Project Finance transactions (projects without full recourse to established obligor or guarantor), asset-based aircraft leases or sales, arrangements offering access to foreign exchange, third country obligor or guarantor, borrowers with access to international capital markets, etc.

\* Sector open under the Short-term Insurance Pilot Program



For more information, contact Ex-Im Bank's Business Development Division at 800.565.3946 (EXIM), 202.565.3946 (EXIM), Fax 202.565.3839, E-mail [ExImAfrica@exim.gov](mailto:ExImAfrica@exim.gov) and visit [www.exim.gov](http://www.exim.gov)

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